

N E W S
L E T T E R

Real Estate Education Newsletter

October 2004

for Instructors and School Administrators

COUNCIL MEMBER AND STAFF NEWS

Ms. **Pam Trees** has been appointed to the Education Council as the Commission Representative until July 2005.

Ms. **Beckie Kukal**, Jerome, has accepted reappointment to the South Central District Education Council position for July 2004-July 2008.

Both are great additions to the Education Council and we are excited about having them on Idaho's education team.

Ms. **Mystina Hill**, Education Assistant, has recently joined... Welcome!

PROMISSOR

Promissor Exam Changes

Promissor introduced several changes to the examination procedures for the programs it administers. These changes were effective Monday, August 2, 2004, for Idaho real estate candidates, and include:

Electronic exams: Exams are now administered on a PC, NOT the ExPro system. Candidates are NOT required to have any computer knowledge to take the exam on the PC, nor is the exam itself any more or less difficult than an exam taken on EXPro.

Exam fees: Exam fees must be paid by credit card, debit card (issued through VISA or Mastercard) or electronic check at the time a reservation is made, not at the assessment center. Candidates who choose to pay the fee by electronic check must have a personal checking account, and must be prepared to provide to Promissor at the time of reservation the following information:

- Bank name
- magnetic Ink Character Recognition (MICR) number
- Name and address on the account
- Social Security Number or driver's license number
- Next available check number
- An active email address

For more information, candidates may contact Promissor's Customer Care department at 1-877-540-5833.

Promissor Problems? We Need to Know!

If you hear of any student having trouble registering or taking the license exam, please let us know! It is very helpful if we can have the candidate's name, name of the customer service representative, date of the problem/issue, and any details about the problem/issue. We will then work directly with the Promissor Program Manager to address the issue.

PROPOSED 2005 LEGISLATION

The Commission is proposing the following education related legislative changes for 2005:

Assigned Agency Q&A

The Commission has received several phone calls from those who need clarification on the Assigned Agency law that went into effect July 1st. Attached is a FAQ sheet that helps to address many of those questions.

Using Textbooks in Prelicense Courses

There has been some confusion about the new prelicense curriculum and the use of textbooks. The current outline does not follow the order of any of the texts, and the use of three different textbooks tends to be confusing to students.

The textbooks are used as references, and are there for clarification on topics the instructor should be covering from the outline. Textbook references in the outline are there for that purpose, and are not to be mistaken for required reading.

PASS THE WORD TO YOUR STUDENTS:

TAKING YOUR CHANCES WITH THE CE AUDIT? NOT A GOOD IDEA!

The Real Estate Commission is experiencing increasingly higher percentages of licensees who are noncompliant with their continuing education (CE) requirements. Initial fines for noncompliance were in the \$250 range, plus the costs associated with the administrative action. Now fines are ranging \$500 and higher, with recent fines of \$1,000 and \$750 and a 3-month suspension of license. Commissioners are now looking at imposing even higher fines, and the immediate inactivation of a license if the licensee cannot provide the proof of CE completion that the licensee certified they had taken.

The Commission is standing up for those licensees that are committed and serious about their profession and complete their CE on time. For the other 15% that want to take your chances, prepare to pay the piper!

The CE program changed to a self-certification program two years ago to provide more education opportunities to Idaho's licensees. These changes were made at the request of licensees.

Helpful hints for CE:

- 1) Take it early - any time between your two-year renewal period.
- 2) Keep your certificates.
- 3) Check out <http://www.idahorealestatecommission.com/EdCorner/CEinfo.html>

Interested in Teaching Other Topics?

We are looking for instructors to teach the Sales Prelicense Modules 1 & 2 (primarily in Boise and Eastern Idaho areas), and/or the Real Estate Finance course. If you are interested in adding one of these topics to your repertoire and you are already certified as an instructor in any other topic, send a written request to Jill Randall at the Commission office, or email to jrandall@irec.state.id.us and we'll start the process of certification.

"Excellence in Education" Award Goes to Gene Galloway

The Education Council presented the Excellence in Education award to Mr. Gene Galloway on Tuesday, May 18, 2004, at the Train the Trainer Workshop. Gene has been a certified instructor since 1984. During that time he has taught at schools throughout Eastern Idaho. In Addition, Gene served on the Real Estate Education Council from July 1995 to July 2003. Congratulations, Gene!

2004 TRAIN THE TRAINER WORKSHOP A GREAT SUCCESS!

This year's Train the Trainer Workshop was a great success, with more than 65 attendees! Dianna Brouthers' presentation of "Adult Learning that Makes Sense" followed by Andy Lanning's presentation of "Outline to PowerPoint: Hands-On!" were well received and a great learning experience for all of us.

The 2004 Core Pilot Program was packed with interesting updates taking place within the industry, presented by Doug Marfice, Justin May, and Mark Snodgrass.

Panel discussions were both intense and informative and a great way for instructors and trainers to learn what is happening in education and what the Commission has planned for the future.

Attached is a list of resources and activities students developed during the workshop.

Thank you to all who attended and participated.

LICENSE EXAM STATS

Statistics are for all first time tests only; (total number tested).

		National Portion	Idaho Portion
Broker	FY03	72% (67)	30% (91)
	FY04	58% (83)	26% (121)
Salesperson	FY03	78% (1,107)	76% (1,161)
	FY04	78% (1,287)	75% (1,361)

GUIDELINE CHANGES

There have recently been two Guideline changes, which are attached. All Guidelines are found on our website.

Guideline 16 addresses Presentation of Multiple Offers by The Listing Agent, and Guideline 22 addresses Auctioneers of Real Estate.

MEDMARC E&O INSURANCE

Rice Insurance Services Company (RISC) will no longer accept the Medmarc application for E&O insurance. Beginning on October 1, 2004 the Medmarc E&O insurance application will expire and the E&O application for Continental Casualty will replace it. Please make sure that all your students have the correct E&O application.

Please use the following link to obtain the new application:

<http://www.idahorealestatecommission.com/forms/EO-AppFY05.pdf>

2004-2005 CALENDAR

Commission Meetings:

October 21, 2004
November 18, 2004
December 15-16, 2004
January 20, 2005
February 17, 2005
March 17, 2005
April 21, 2005
May 19, 2005
June 16, 2005
July 20-21, 2005

Education Council Meetings:

October 20, 2004
December 15, 2004
February 16, 2005
March 16, 2005
July 22, 2005

Train the Trainer Workshop

May 17-18, 2005

Real Estate Educators Association Annual Conference

June 19-22, 2005 (Myrtle Beach, SC)

2004-2005 Holidays—Commission office closed

Nov. 11, 2004—Veteran's Day
Nov. 25, 2004—Thanksgiving Day
Dec. 24, 2004—Christmas
Dec. 31, 2004—New Years
Jan. 17, 2005—Civil Rights Day
Feb. 21, 2005—President's Day
May 30, 2005—Memorial Day
July 4, 2005—Independence Day

Other Important Dates

Nov. 3-8, 2004—NAR Convention, Orlando, FL
Jan. 6-9, 2005—ARELLO Special Brd Dir. Mtg., Miami, FL
Mar. 31-Apr. 2, 2005—ARELLO Midyear Mtg, Monterey, CA
May 10-14, 2005—NAR Midyear Legislative Mtgs, WA, DC

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Encl.: Enforcement Dept. Telephone Log; Supply Order Form